November 26, 2024

To,

BSE Limited	**National Stock Exchange of India Limited**
Corporate Relationship Department,	Exchange Plaza, 5th Floor, Plot No C/1,
Phiroze Jeejeebhoy Towers,	G Block, Bandra-Kurla Complex,
Dalal Street,	Bandra (East), Mumbai - 400 051
Mumbai 400 001	
Scrip Code: 540735	**Symbol: IRIS**

Dear Sir / Madam,

Sub: Presentation made at the Company's Investor Day.

This is with reference to the intimation vide our letter dated November 20, 2024, for hosting the Company's `Investor Day' on November 26, 2024. We are enclosing herewith a presentation that was made to the investors in the aforesaid event.

The same shall be hosted on the Company's website www.irisbusiness.com.

It is further confirmed that no Unpublished Price Sensitive Information was shared by the Company during this event.

This is for your information and records.

Thanking You.

Yours faithfully,
For **IRIS Business Services Limited**

Santoshkumar Sharma
Company Secretary & Compliance Officer
(ICSI Membership No. ACS 35139)

Encl.: a/a

IRIS Business Services Limited

Tower 2 3rd Floor International Infotech Park Vashi Navi Mumbai 400703 Maharashtra India
Tel: 022 6723 1000 | Email: cs@irisbusiness.com | www.irisbusiness.com
CIN L72900MH2000PLC128943 | GSTIN 27AAACI9260R1ZV

iRIS

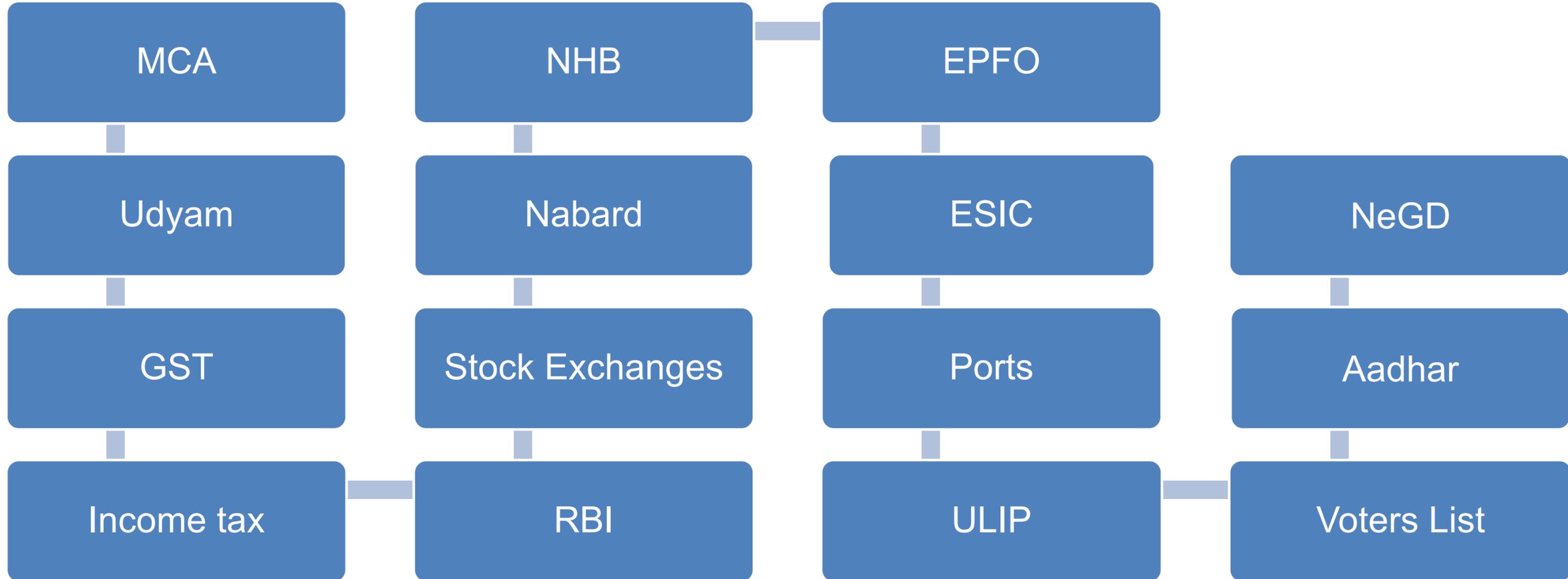Building Transparency. Driving Growth.

Investor Day

November 2024

www.irisbusiness.com

Disclaimer

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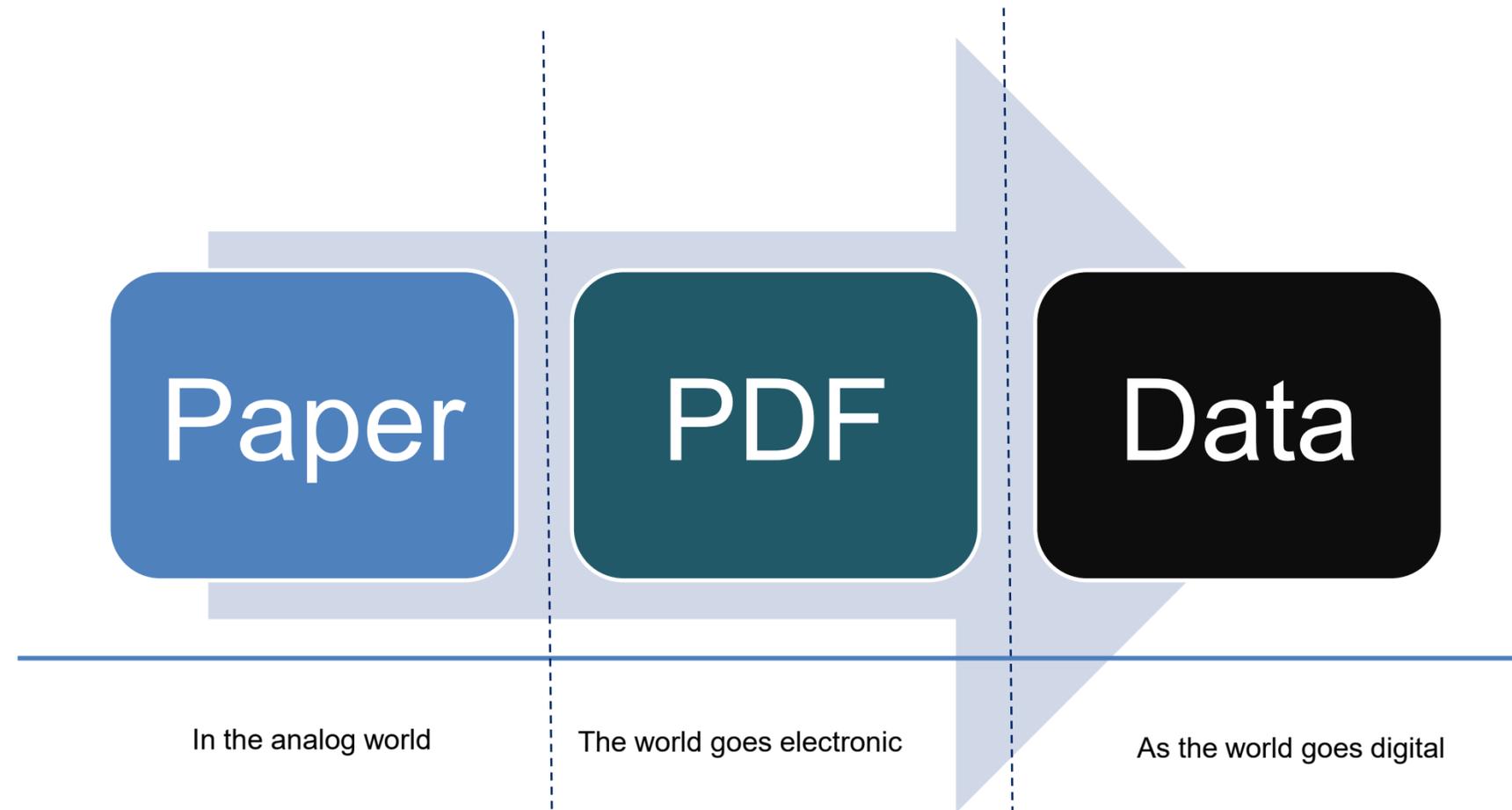
Everybody is going digital

MCA	NHB	EPFO	
Udyam	Nabard	ESIC	NeGD
GST	Stock Exchanges	Ports	Aadhar
Income tax	RBI	ULIP	Voters List

Not without some hiccups

S. NO.	Epic Number	Name	Age	Relative Name	State	District	Assembly Constituency	Part	Polling Station
1	YTR9720020	Deepta Rangarajan दीप्ता रंगराजन	58	Subramaniam Swaminathan सुब्रह्मण्यम स्वामीनाथन	Maharashtra	21- Thane	151-Belapur	190- Sarasole	NAVI MUMBAI MUNICIPALITY SCHOOL NO. 12 , GROUND FLOOR, ROOM NO. 1 , Sarasole, Nerul, Navi Mumbai.400706.

S. NO.	Epic Number	Name	Age	Relative Name	State	District	Assembly Constituency	Part	Polling Station
1	YTR9493644	Swaminathan subramaniam स्वामीनाथन सुब्रह्मण्यम	62	deepta rangarajan दीप्ता रंगराजन	Maharashtra	21- Thane	151-Belapur	244- Nerul	TERANA SCHOOL AND JUNIOR COLLEGE, , GROUND FLOOR, ROOM NO. 4, , Sector 12, Nerul, Navi Mumbai.400706.

From document to data

Paper → PDF → Data

In the analog world | The world goes electronic | As the world goes digital

CFA Institute

Transforming regulatory reporting from documents into data can make markets more efficient, empower investors, and improve regulatory oversight while also reducing compliance costs

When CAG made the case for data standards

We advised the Government, under Article 150 of the Constitution of India, that today, the 'form and manner' of accounts has to be driven by a data standards approach which is rooted in technology. We need a proper framework and dictionary to help capture, record, report, publish, analyse this data, consistently and accurately, both vertically across levels of Government and horizontally across entities that perform functions on behalf of Government by bringing these transactions and entities under an lT led financial reporting framework. **Source: Page ii, Performance Report 2019-20, Office of CAG**

THE PROBLEM

The usability (of data) is restricted as it is in separate and disparate databases primarily for their own purpose. Data is difficult to link, compare and analyse across Government due to lack of common data standards. A metadata catalogue or common data dictionary is not operational.

THE SOLUTION

(The government must adopt) data Standards which are rules by which data is described and recorded. In order to exchange, share and understand data, both the format and the meaning are required to be standardized. Data Standards make it easier to create, share, and integrate data by making sure that there is a clear understanding of what the data represents and that it is in a form that is expected. It also helps remove ambiguities and inconsistencies in the use of data.

Source: https://cag.gov.in/uploads/guidence_notes/guidanceNotesPracticeGuides-05f91825458fc50-52277021.pdf

The World Bank recommends XBRL

THE WORLD BANK

XBRL plays a role in enhancing the data integrity and credibility of financial report and auditing. It facilitates better and faster access to information; transparency in the whole information supply chain is increased. The stakeholders, including the Government, should engage and define a process to implement the XBRL initiative
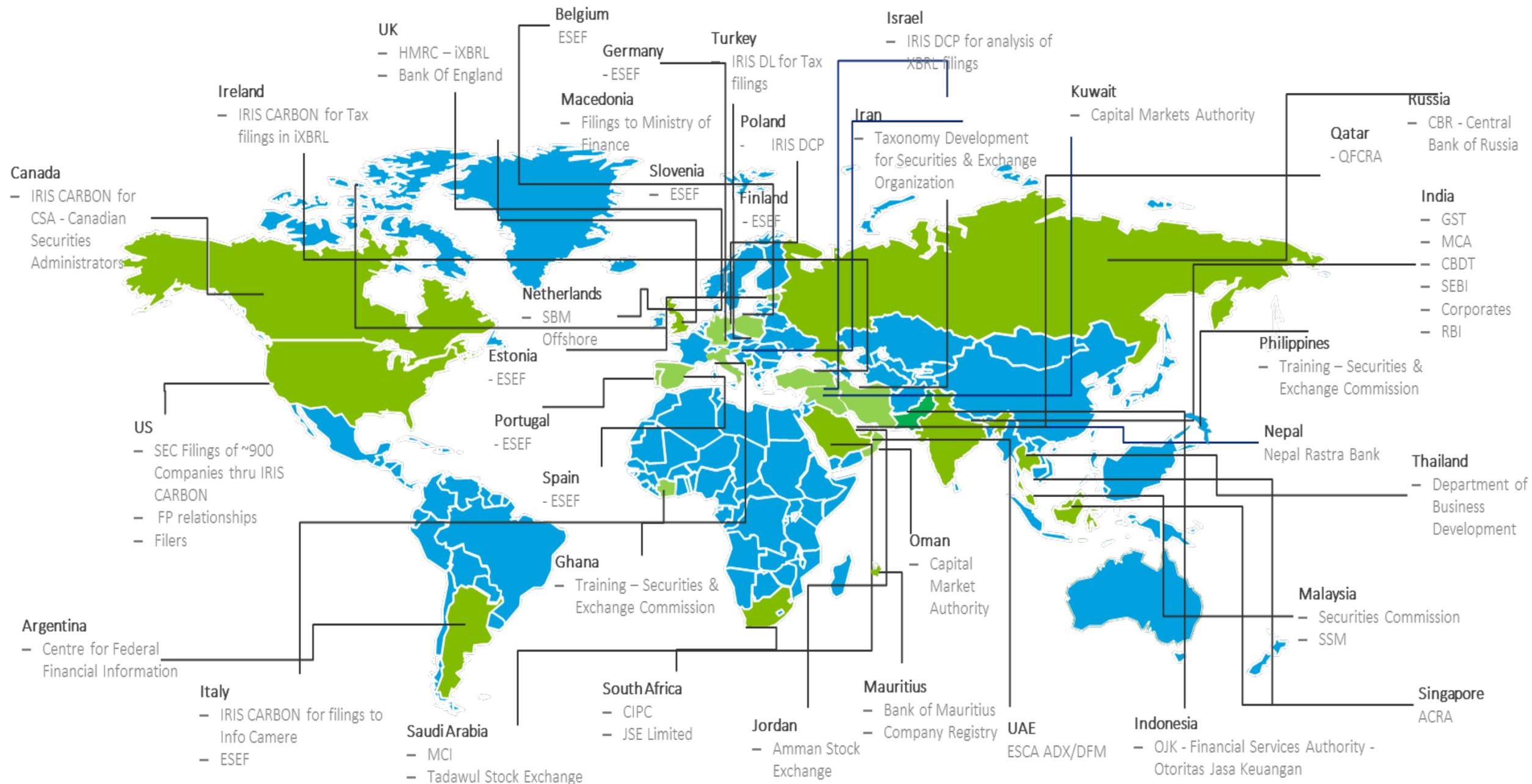
Around 39 percent of the banks felt that the overall efficiency of the reporting system has improved to a 'great extent' due to the adoption of XBRL standards and systems and 53 percent of the banks were of the opinion that the efficiency has increased to a 'certain extent'. In effect, the overall efficiency of the system has increased (Chart1- a). Around 86 percent of the banks responded that the XBRL adoption has increased the effectiveness of their business decision making process with a varying degree of effectiveness. However, the rest, 14 percent of the banks were of the view that XBRL based system has not helped in their decision making process (Chart1-b). The XBRL system has aided in research and analysis (78 percent) whereas 22 percent of the banks differed in opinion and responded that XBRL had not aided in research and analysis (Chart1-c). Another important achievement is the reduction of errors in reporting; an overwhelming response was received indicating reduction in errors due to XBRL platform as compared with the previous system with only 6 per cent reporting otherwise (Chart 1-d). The survey revealed that XBRL has facilitated Audits and Reviews for around 84 percent of the banks (Chart1-e).

Source: *ftp://ftp.repec.org/opt/ReDIF/RePEc/cbk/journl/vol8no1-2.pdf*

Our business
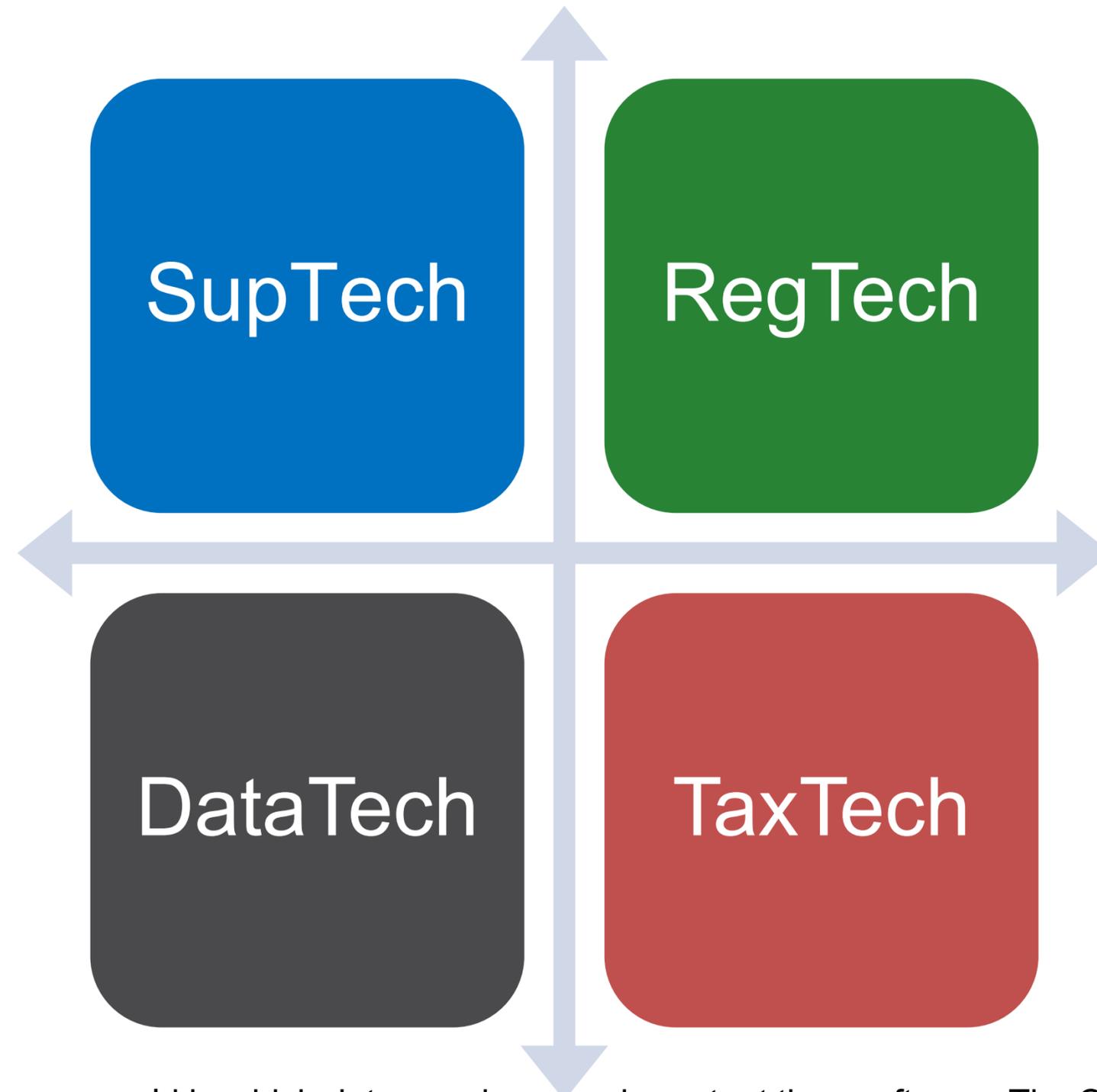
We're entering a new world in which data may be more important than software. Tim O'Reilly

We are global

Belgium
ESEF

UK
- HMRC – iXBRL
- Bank Of England

Turkey
IRIS DL for Tax filings

Germany
- ESEF

Israel
- IRIS DCP for analysis of XBRL filings

Ireland
- IRIS CARBON for Tax filings in iXBRL

Macedonia
- Filings to Ministry of Finance

Kuwait
- Capital Markets Authority

Russia
- CBR - Central Bank of Russia

Poland
- IRIS DCP

Iran
Taxonomy Development for Securities & Exchange Organization

Qatar
- QFCRA

Canada
- IRIS CARBON for CSA - Canadian Securities Administrators

Slovenia
- ESEF

Finland
- ESEF

India
- GST
- MCA
- CBDT
- SEBI
- Corporates
- RBI

Netherlands
- SBM Offshore

Estonia
- ESEF

Philippines
- Training – Securities & Exchange Commission

US
- SEC Filings of ~900 Companies thru IRIS CARBON
- FP relationships
- Filers

Portugal
- ESEF

Nepal
Nepal Rastra Bank

Thailand
- Department of Business Development

Spain
- ESEF

Oman
- Capital Market Authority

Malaysia
- Securities Commission
- SSM

Argentina
- Centre for Federal Financial Information

Ghana
- Training – Securities & Exchange Commission

Italy
- IRIS CARBON for filings to Info Camere
- ESEF

Saudi Arabia
- MCI
- Tadawul Stock Exchange

South Africa
- CIPC
- JSE Limited

Jordan
- Amman Stock Exchange

Mauritius
- Bank of Mauritius
- Company Registry

UAE
ESCA ADX/DFM

Indonesia
- OJK - Financial Services Authority - Otoritas Jasa Keuangan

Singapore
ACRA

54 Countries

30+ Regulators

6500+ Enterprises

Millions of filings

iRIS

Building Transparency. Driving Growth.

SupTech Segment

www.irisbusiness.com

SupTech at a glance

Products & Peers

Taxonomy consulting
Noah, Taxonomy editor
iFile, filing platform
Carbon Webforms filing tools
Bushchat, the Validator

Core Filing
Regnology
Fujitsu

Now serving

30 regulators including central banks, business registers, stock exchanges, capital markets & pension regulators

26 countries including Bhutan, India, Malaysia, Mauritius, Saudi Arabia, Singapore, South Africa, Thailand, UAE

Performance

Revenues (₹ in lakhs)
FY 24 – 4584
FY 23 - 2688

EBITDA (₹ in lakhs)
FY 24 – 423
FY 23 - 226

Domain experts: 33
Tech : 134

Looking ahead

iFile 2.0 to reduce implementation time

Leveraging AI

Ride digitization initiatives

Beyond regulatory mandates

SupTech – Supervisory Process

Supervisory technology (SupTech) is the use of innovative technology by supervisory agencies to support supervision. It helps supervisory agencies to digitise reporting and regulatory processes, resulting in more efficient and proactive monitoring of risk and compliance.

- Business Registry
- Central Banks
- Capital Market Regulator
- Insurance Regulator
- Financial Services Regulator

Areas of supervision

🏛️ Prudential norms
🌍 Climate/ESG risks
🔑 Licensing
🛡️ AML monitoring
💳 Payments oversight
🔒 Cyber risk
📈 Capital market

& Beyond

SupTech – Supervisory Process

Supervisory technology (SupTech) is the use of innovative technology by supervisory agencies to support supervision. It helps supervisory agencies to digitise reporting and regulatory processes, resulting in more efficient and proactive monitoring of risk and compliance.

Business Registry

Central Banks

Capital Market Regulator

Insurance Regulator

Financial Services Regulator

Problem Statement

- 🕐 Need for timely intervention
- 🚨 Lack of early warning systems
- ⚙️ Extensive manual efforts
- 🗂️ Need for flexible, data-centric reporting
- 📉 Data quality issues
- 📊 Lack of standardized data sources
- 🔒 Compliance data stored in silos

SupTech – Offerings

Consulting & Taxonomy Development Services

Consulting and development of a taxonomy is the 1st step in any implementation

Regulatory Filing Platform (iFILE)

Electronic disclosure platform to help regulators collect pre validated data

Filing Tools (CARBON WEBFORMS)

Excel and Webforms for filers to prepare data for submission

Validator (BUSHCHAT)

A validator, crucial to ensure that data quality before it flows into regulatory platform. Used for offline validation too

Taxonomy Editor (NOAH)

IRIS' Noah helps regulators manage and modify taxonomies as needed

SupTech Implementations

Business Registries	Singapore	Malaysia	Mauritius	Qatar	Saudi Arabia	South Africa

BFSI Regulators	India	Qatar	South Africa	Mauritius	Jordan	Bhutan	Nepal

Capital Markets	India	Jordan	Kuwait	Malaysia	Oman	Qatar	Saudi Arabia	UAE

Sustainability	GRI	Taxonomy Development	MCA, India	Regionale Vencia, Italy	CAFR, USA	Special Cases	ATS, Maharashtra	India

SupTech – iFILE Journey

Product Evolution

2008 to 2012	2013 to 2018	2019 to 2023	2024..........
Filing tool	Taxonomy Editor	Automated data flow	iFILE 2.0
Collection platform	SaaS offering	Dynamic forms	CSV/JSON
	Workflows	SDMX data standard	Onsite supervision
	Validator	Digital Signature	Risk based supervision
		Data analytics	AI auto-tagging
		Webforms	Data dissemination
			Low code/No code

2008 to 2012
- ✓ RBI- India
- ✓ Capital Market - UAE
- ✓ Business Registry- Singapore

2013 to 2018
- ✓ Offshore Finance Centre- Qatar
- ✓ Central Bank- Mauritius
- ✓ Capital Market - Saudi Arabia, Kuwait, Malaysia
- ✓ Business registry- Thailand, Malaysia, Mauritius, South Africa

2019 to 2023
- ✓ Deposit Insurance - South Africa
- ✓ Central Bank- Jordan, Nepal
- ✓ Capital Market – Jordan, Oman, Qatar
- ✓ Business registry, Qatar

2024..........
- ✓ Pension Fund Regulator – India
- ✓ Sustainability Standard Body (GRI) – Netherlands
- ✓ Central Bank- Bhutan

Implementations

SupTech – iFILE Implementation lifecycle

Solution roll-out

- Consulting and Taxonomy development
- Platform implementation
- Filing channel configuration
- Filing tools integration
- Data validation engine
- Data analytics
- Data dissemination

Implementation Timeframes

Central Bank	12-18 months
Capital Market	9-12 months
Business Registry	6-9 months

Commercial Model

Current Model
- License Fee + Implementation + AMC

Exploring New Models
- Subscription-based pricing (SaaS)

SupTech – Target market

50 national authorities in 45 jurisdictions participated in the survey

Areas of focus for financial authorities
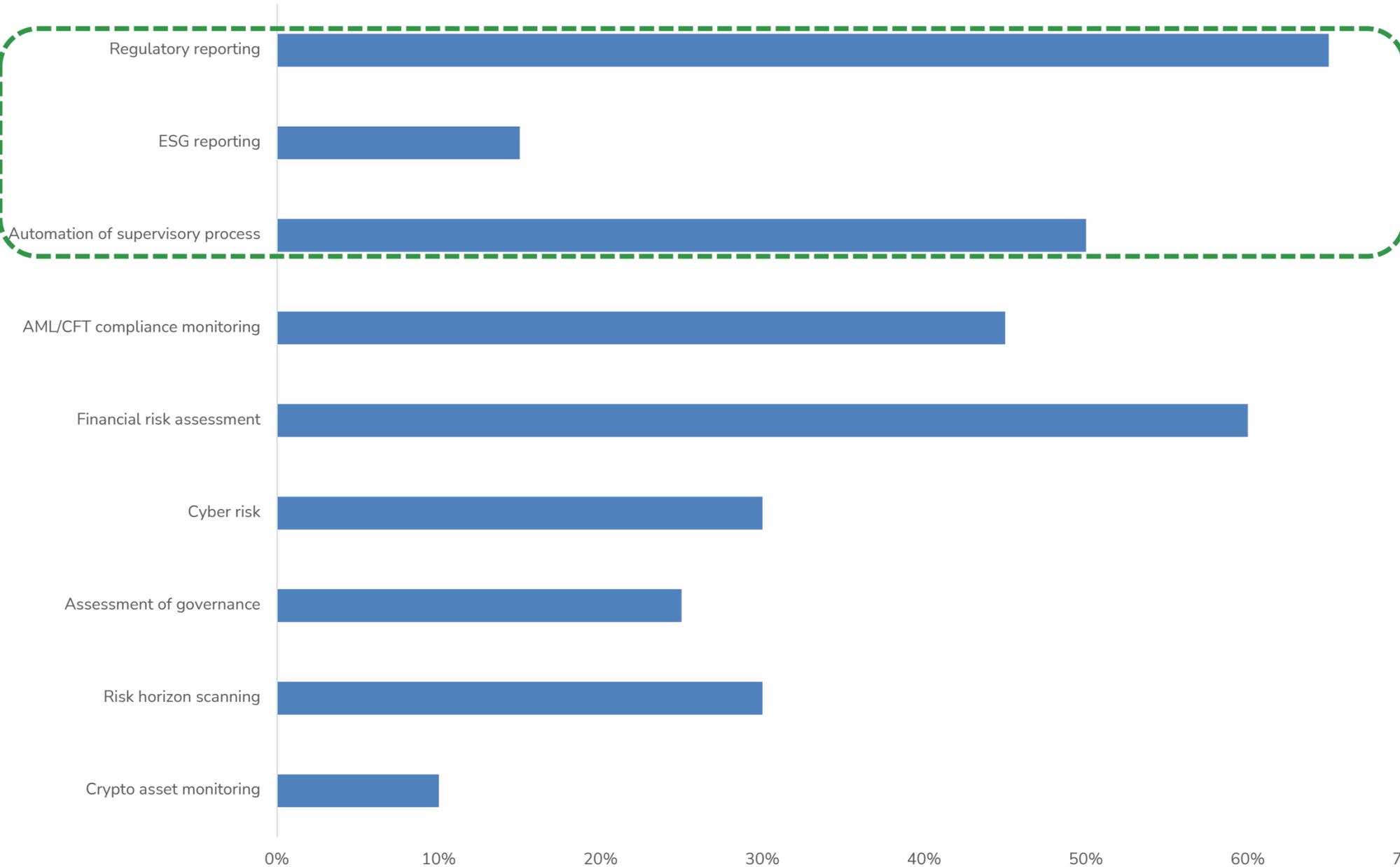
Plan for focus areas

1 **Regulator Engagement**
- Outreach campaigns
- Enhance networking efforts

2 **Innovative pricing**
- Modularize offerings
- Enable SaaS

3 **Channel Partners**
- Global partner engagement
- Participate in bigger deals

4 **Expand Use Cases**
- POCs for new use cases
- Expand RFP participation

Building Transparency. Driving Growth.

IRIS BUSINESS SERVICES LIMITED

SupTech – Looking ahead

iFILE 2.0

➢ Cloud-ready architecture
➢ Faster implementation timelines
➢ Enhanced scalability and reliability
➢ AI enabled automation
➢ Invoicing and payments module

Upcoming opportunities

- Global Inline XBRL adoption for financial statements
- Global ESG reporting
- Risk based supervision
- Opportunity to revisit existing customers with updated offerings of iFILE 2.0
- Engaging new customers with cloud-based solutions
- Integrated disclosure platform

RegTech Segment

www.iriscarbon.com

RegTech at a glance

Products & Peers

IRIS Carbon for regulatory reporting & Disclosure Management including ESG

IRIS iDeal for reporting by entities in BFSI sector

Workiva, Lucanet, Corefiling,

Now serving

6000 + paying customers reporting to
business registries
Capital market regulators
Energy regulators
Central banks

35+ countries including Brazil, EU, India, South Africa, USA

Performance

Revenues (₹ in lakhs)
FY 24 – 3832
FY 23 - 3071

EBITDA (₹ in lakhs)
FY 24 – 985
FY 23 – 570

Domain experts: 101
Tech : 70

Looking ahead

Beyond mandates

Direct sales

Integrated offering

Leveraging AI in new markets

Our RegTech Solutions

Advanced digital tools to automate reporting and streamline compliance, ensuring accurate, timely, and data-driven decision-making

IRIS CARBON

Disclosure Platform for financial and non-financial reporting

For BFSI

On-Prem Solution for automated machine to machine reporting

For Enterprises

IRIS iDEAL

iRISCARBON

RegTech SaaS Solution for Companies

www.iriscarbon.com

Introduction to IRIS CARBON

A **SaaS cloud solution** that helps the **Office of the CFO manage**

- Last mile regulatory/compliance reports (including XBRL/iXBRL)

- General external and internal reporting (Disclosure Management)

  - ESG reporting (targeted at Sustainability reporting)

iRIS CARBON

Past to Present

www.iriscarbon.com

Our Journey

Beyond XBRL reporting

Disclosure Management

Office of CFO

iRIS CARBON
Building Transparency. Driving Growth.

ESG Reporting

Sustainability Teams
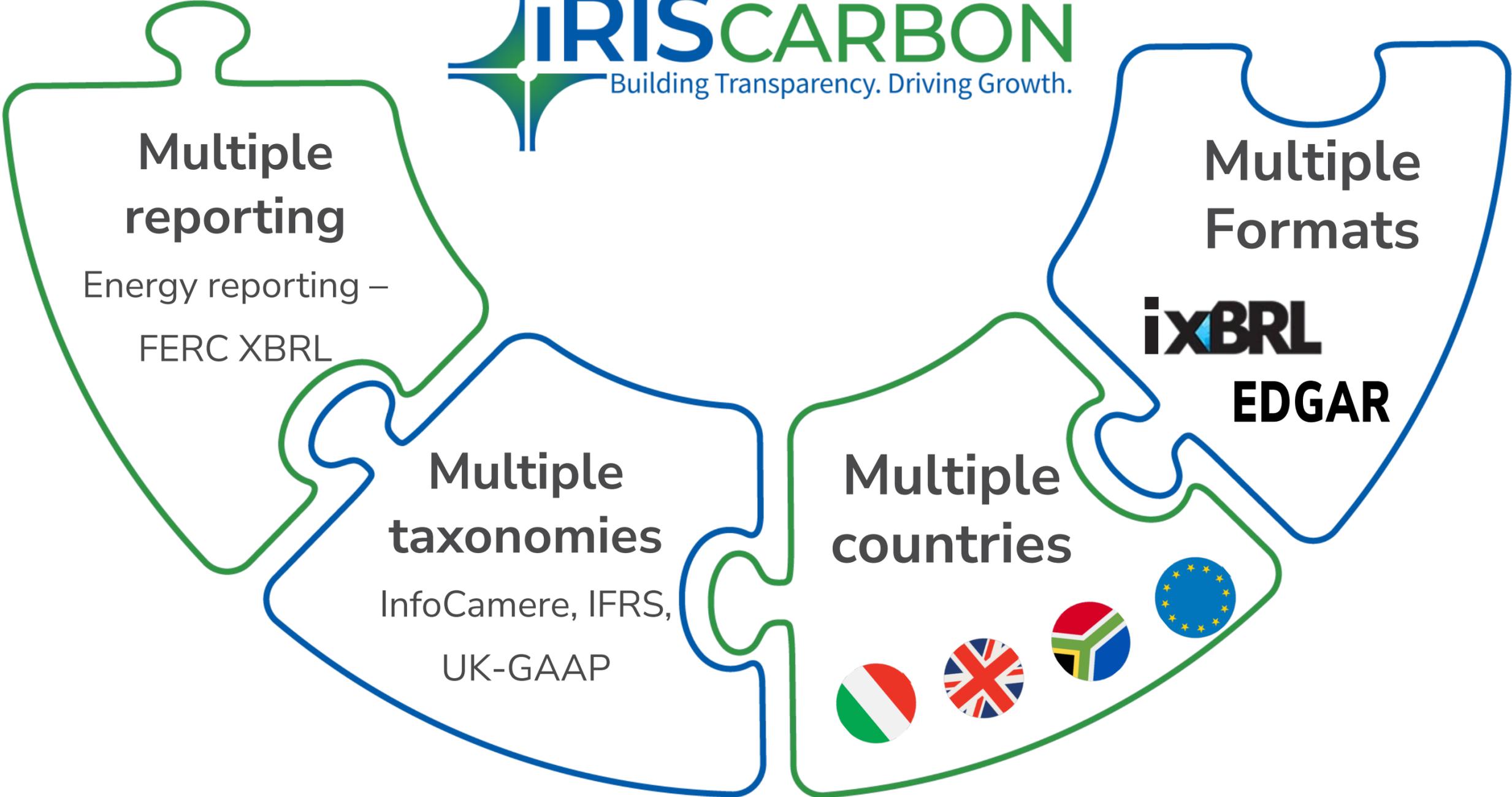
What Problem are we Solving?

Streamline reporting process for the Office of the CFO

Documents and data are scattered

No audit trails

Prone to human error

Latency and inconsistent information

Time consuming and manual process

Chaos during last-mile reporting

Differentiator from competition

MS Office 365-Based

- Uses MS Word, Excel, and PPT
- Requires less user behavior change
- Faster implementation time

Cost-effective

- License +Services model
- No additional cost for expert services
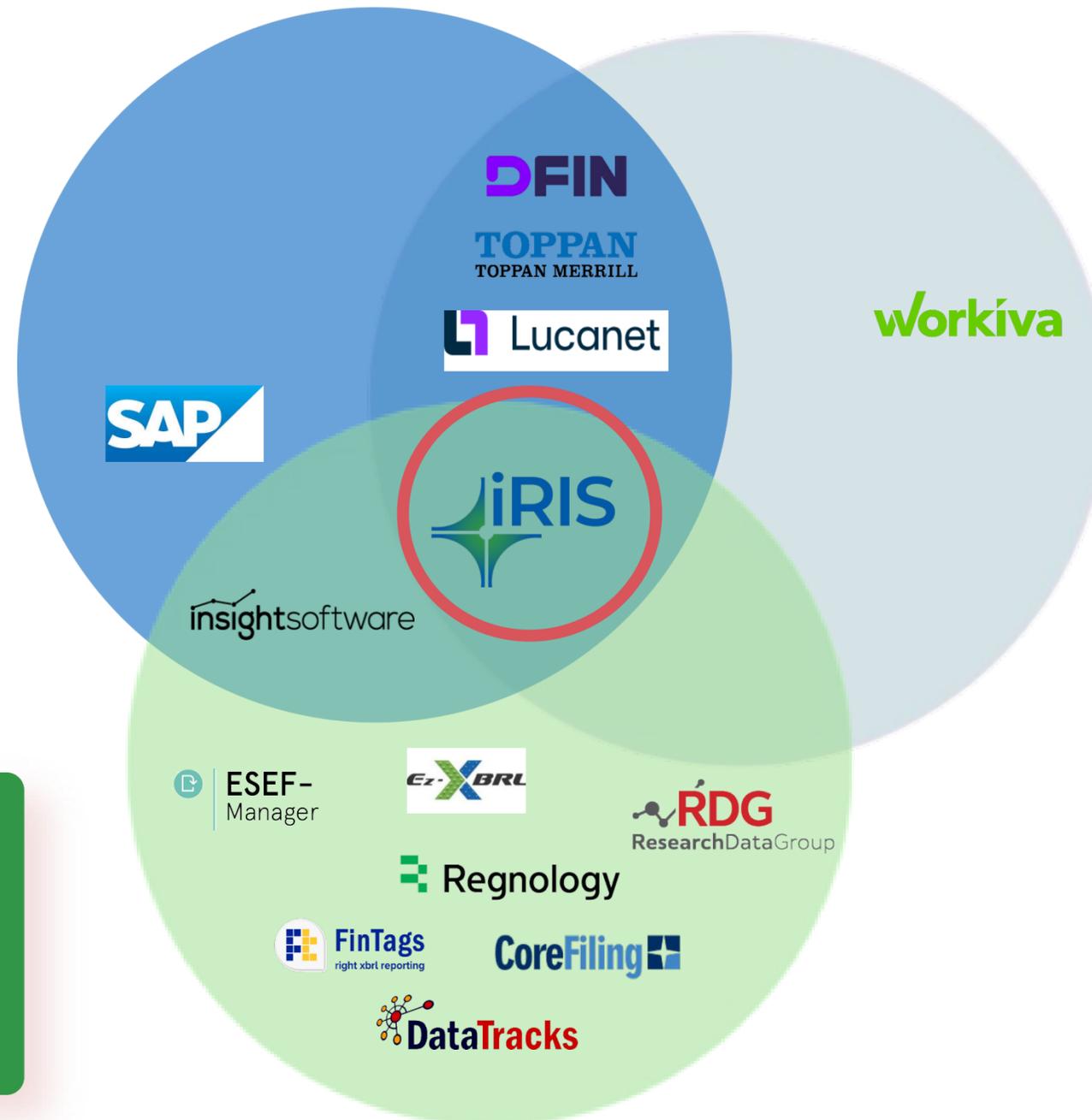
Highest Customer Satisfaction/G2 Gartner

- IRIS CARBON has 92% CRR
- 92/100 NPS score

DFIN
TOPPAN MERRILL
Lucanet
SAP
workiva
iRIS
insightsoftware
ESEF-Manager
Ez-XBRL
RDG ResearchDataGroup
Regnology
FinTags right xbrl reporting
CoreFiling
DataTracks

Differentiator from competition

IRIS CARBON® is the <u>ONLY</u> MS Office-based financial reporting platform, a market leader in G2/ Gartner with the highest customer ratings while being cost-effective.

Key SaaS Metrics

Customer Satisfaction Score (CSAT) - How satisfied customer is

Net Promoter Score (NPS) - How likely will a customer recommend us

Customer Retention Ration (CRR) – Customers that continue business with us

Recognition

Excellent customer ratings

CSAT	**96**/100	
NPS	**92**/100	
CRR	**92%**	
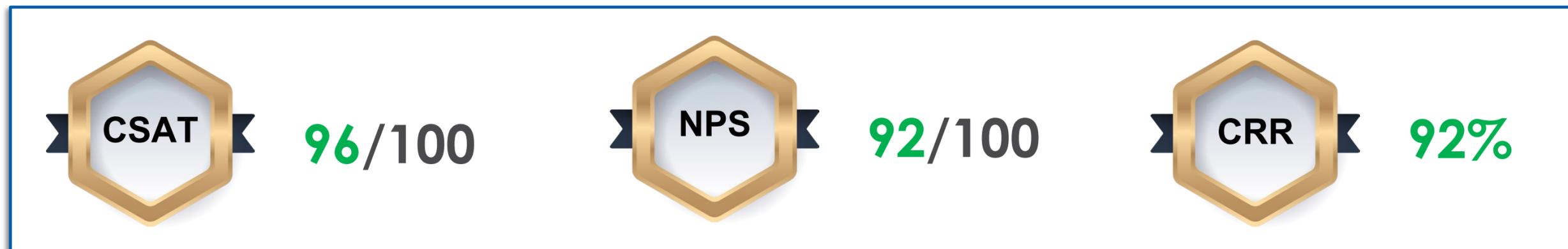
Ranked #1 consistently for ~20 quarters

XBRL Quality Score

Filing Software	YTD	2021				2020				2019
		Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4
IRIS Carbon	**96.2**	**96.9**	**97.2**	**95.5**	**95.8**	**93.5**	**94.0**	**96.5**	**92.3**	**96.7**
EdgarFilings Profile	92.6	92.1	93.3	93.5	91.0	89.6	1.8	92.5	90.8	91.5
Certent	91.9	92.8	91.8	92.6	90.8	91.3	91.8	92.6	90.9	91.6
Workiva	91.5	91.7	92.0	92.1	90.2	89.8	90.0	90.4	89.2	90.5
RDG Filings	91.1	91.6	91.7	91.4	89.9	90.4	89.1	89.1	89.1	NA
Toppan Merrill	89.8	89.9	89.9	90.5	88.8	88.0	88.9	89.7	89.2	90.1
DFIN	89.5	88.5	89.6	90.8	88.9	89.3	90.1	91.0	91.2	91.2

* XBRLogic is an independent XBRL quality evaluator for filings with the US SEC

Summary of performance

iRIS

35+ Countries

#1 XBRL Quality

GetApp
BEST FUNCTIONALITY & FEATURES
2024

Software Advice
BEST CUSTOMER SUPPORT
2024

Capterra
BEST EASE OF USE
2024

G2
Easiest To Do Business With
FALL
2024

G2
High Performer
FALL
2024

G2
Easiest Admin
FALL
2024

G2
Leader
FALL
2024

G2
Best Support
FALL
2024

G2 Grid- Disclosure Management Software
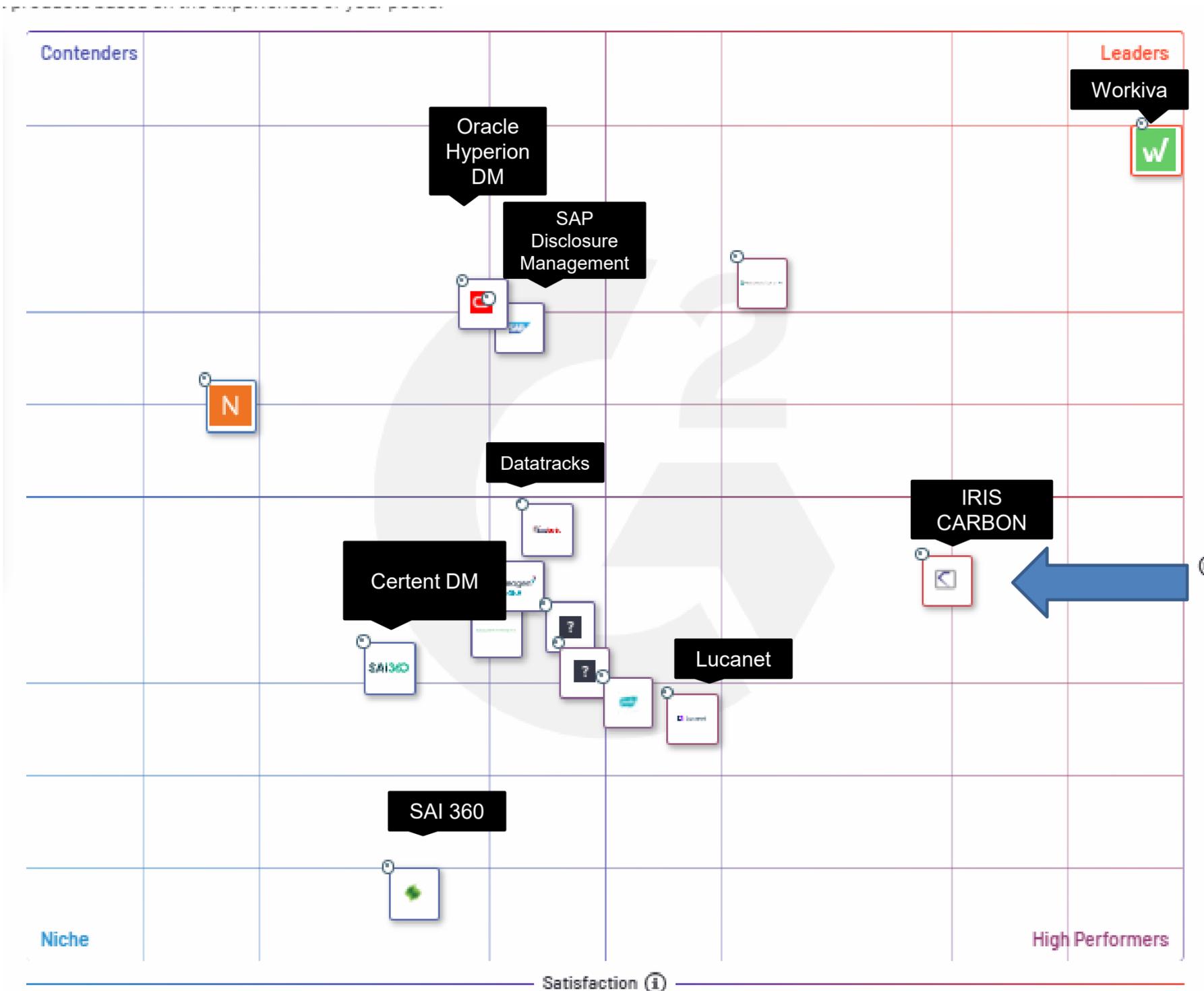
Source: G2 site

https://www.g2.com/categories/disclosure-management?utf8=%E2%9C%93&selected_view=grid#grid

IRIS CARBON® - High Performer, Low Market Presence

Marquee Clients

iRISCARBON

Present to Future Widening the TAM

Global Opportunities?

Structured Reporting Mandates

- **Capital markets** (SEC, ESEF)
- **Business registry** (HMRC, InfoCamere, CIPC)
- **State and local government reporting** (ACFR - 100,000 state agencies in US)
- **Energy reporting** (FERC Phase II 3,000 energy companies)
- **Sustanability reporting** (ESG digital transformation)

Disclosure Management

- TAM - ~74,000 companies globally

ESG Reporting

- Europe CSRD reporting - ~50,000 companies
- US- California - ~5,000 companies
- Australia – 5,000 companies

Structured Mandates

Disclosure Management

ESG Reporting

IRISCARBON

Right to Win

___

Why we have the right to win?

Tried and tested

Cross Sell to Existing customer base

Single code base, scalable architecture

Product Agility, AI and automation

Multi language & Region support

iRISCARBON
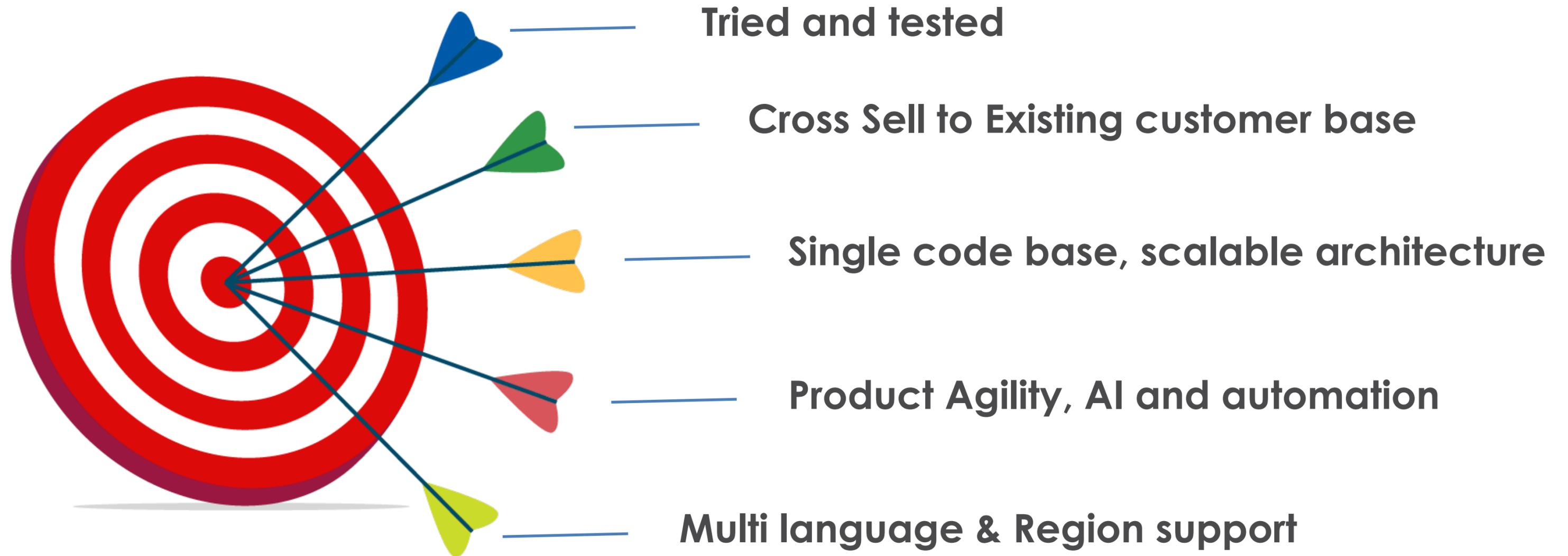
Execution of plan

—

Pillars of Execution
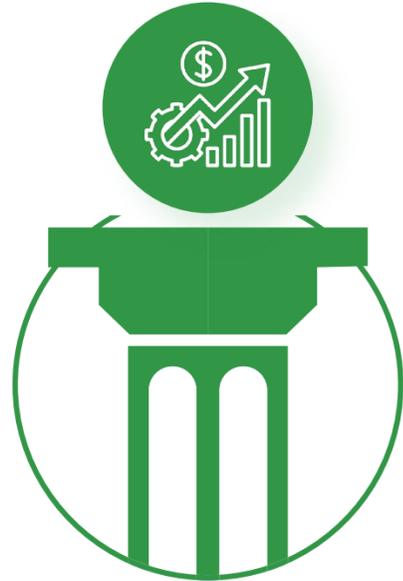
Org Design/restructure

- Hire A players
- Functional specialists (ESG) from Big 4
- Dedicated teams
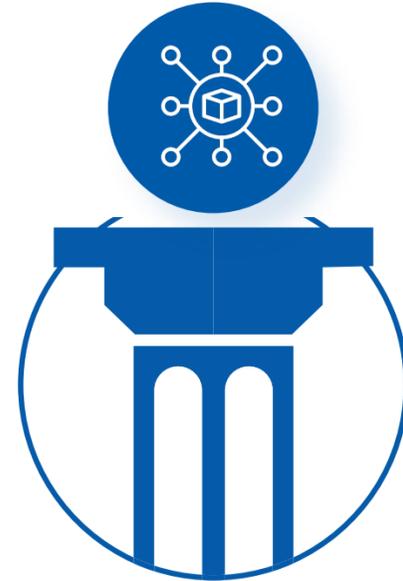
Sales & Marketing

- Targeted Segmentation
- Value Based Pricing
- In-region hires
- Regional partners

Product

- AI & Automation
- Single code base
- Rapid version updates
- ESG suite as part of DM offering
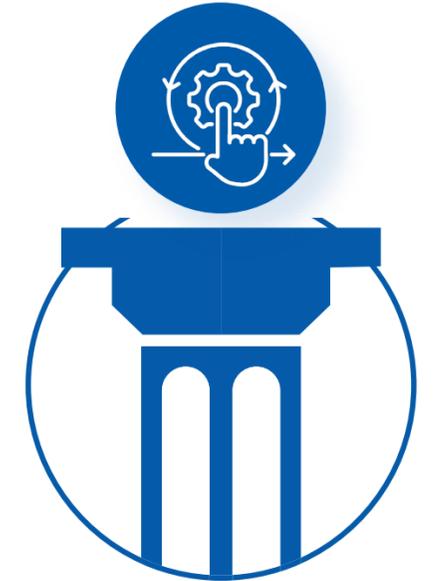
Rigorous execution

- Process/ Playbooks
- Data driven approach
- Daily, weekly reviews
- Speed and accuracy of decision making and execution

Summary

➡ Large market opportunity

➡ SaaS product – Scalable & Sticky

➡ Low CAC – Existing Customer Base

➡ Revenue – Recurring & Predictable

➡ High Growth Potential

IRIS iDEAL
Solution for BFSI

—

Introduction

iDEAL® is a comprehensive regulatory reporting software solution designed for financial institutions and businesses in the BFSI sector.

- Complex Reporting Guidelines
- Automated Data Handling
- Data Standardization
- Timely Reporting
- Data Validations
- Flexible Deployments

Product Highlights

End-to-End Automation

Accurate Reporting

Robust Feature Set

Key Features

Built-in Data Validation

Informative Dashboards

Cross-Report Consistency

Rapid Implementation
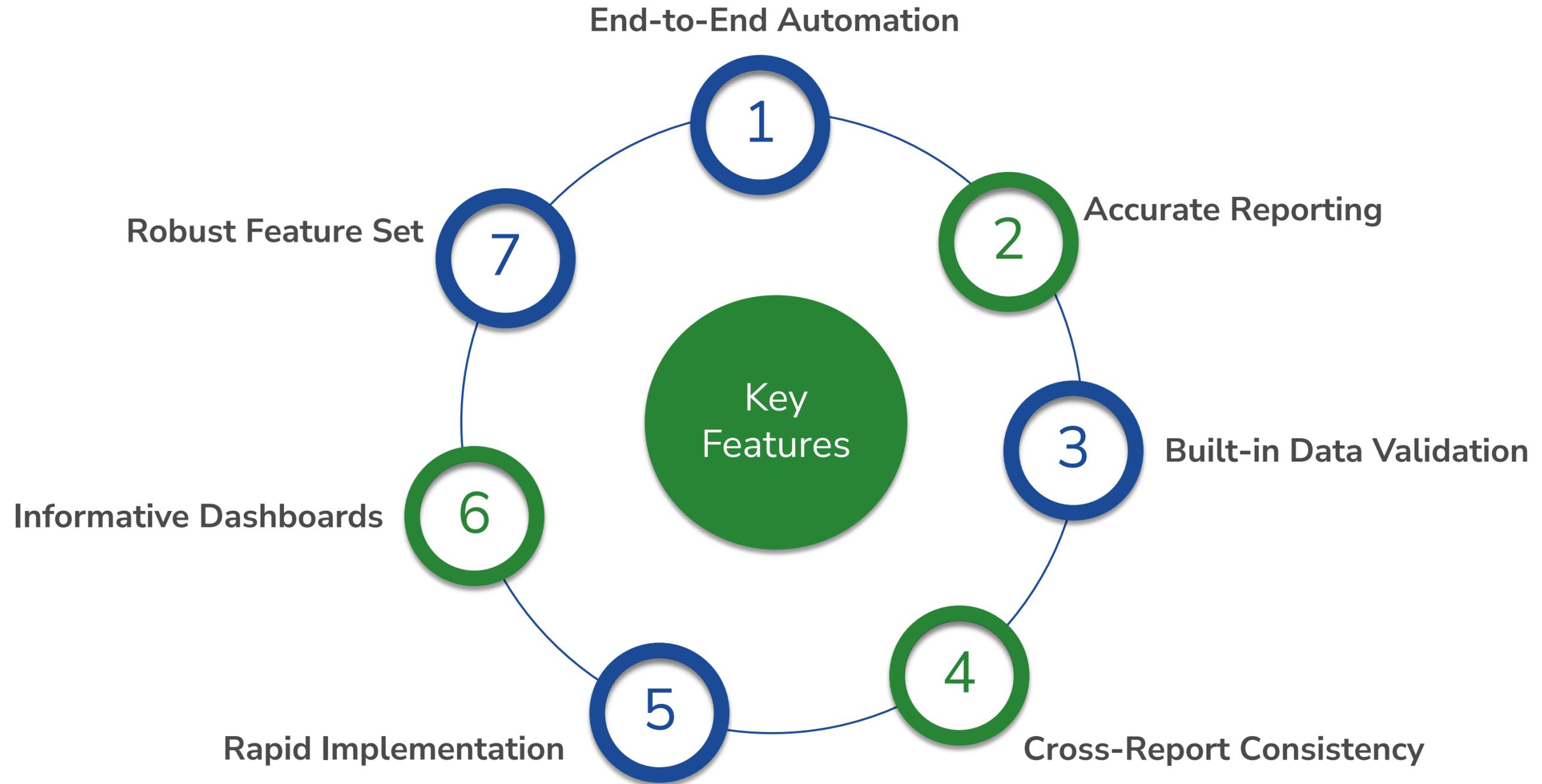
Market Reach & Client Base
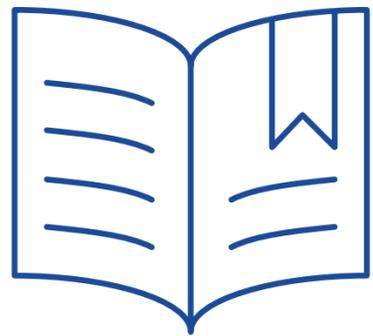
Region	Regulatory Body	Client Type	Client Count
India	RBI	Banks, NBFCs, Primary Dealers	106
India	SEBI	Mutual Funds, Corporates	6
India	FIU	Cooperative Banks	22
Mauritius	BOM	Banks	6
South Africa	CODI	Banks	5
Europe (Cyprus)	EBA	Corporates	3
UK	BOE	Corporates	3

Business Highlights

Esteemed Clientele: 150+ BFSI Clients.

Leading the Way in Regulatory Reporting
(Market Share in India)

- Banks in India
- IRIS Share
- No Client

92%
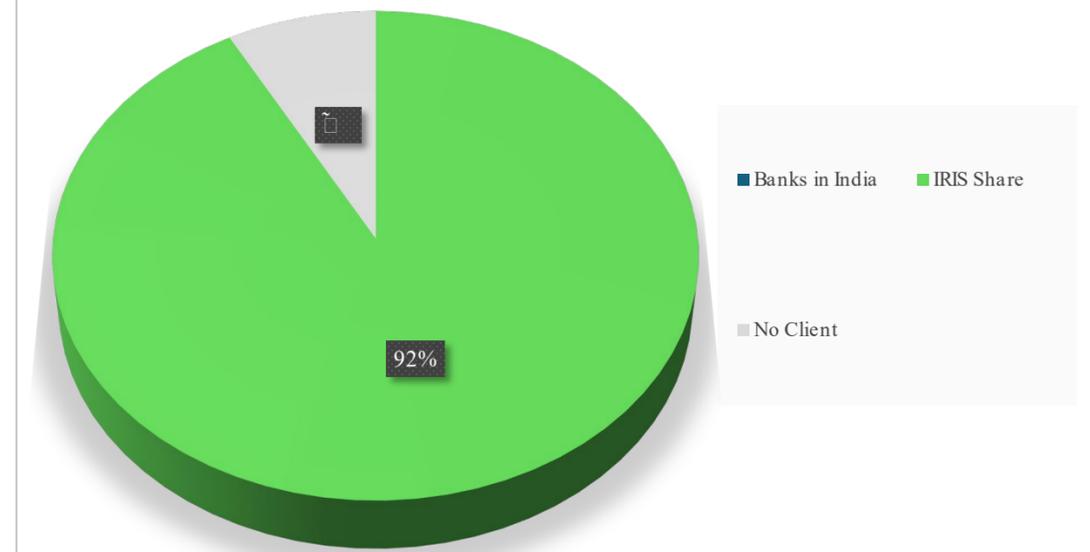
iRIS

Building Transparency. Driving Growth.

TaxTech Segment

—

www.irisgst.com

TaxTech at a glance

Products & Peers

Software for GST filing
Invoice Registry Portal
Litigation Management system
IRIS Peridot

Clear
Cygnet
Big 4

Now serving

1500+ clients of IRIS GST
42 customers in Malaysia
4.5 lakh users of IRIS Peridot

India
Malaysia

Performance

Revenues (₹ in lakhs)
FY 24 – 1436
FY 23 - 1249

EBITDA (₹ in lakhs)
FY 24 – 5
FY 23 - 72

Domain experts: 34
Tech : 44

Looking ahead

Data driven applications

Mobile applications for filing

Expand LMS to cover Direct Tax

CFO Dashboard

Accounts Payable automation

TaxTech Product Stack

Core Tax Compliance

IRISGST India

Unified Platform for GST Compliance (2017), E-way Bill (2018) and E-invoicing (2020)

Malaysia Einvoicing (2024)

Features

ERP Agnostic, Collaborative Working, Provides various reconciliations, Enables digital exchange of data between seller and buyer

Beyond Tax Compliance

Litigation Management System – LMS (2023)

Features – Corporate memory for tracking of notices, AI driven auto case creation, automated calculations for interest and contingent liability

Accounts Payable Automation System (2025)

Features – Invoice Digitisation, Automating Purchase registers, Enabling timely payments to vendors

Tax Cockpit (2025)

Features – Monitoring Monthly Compliance, Dashboards for CFOs, Vendor Risk Profiling

Trusted TaxTech Providers

Authorised GSP since 2017
(GST Suvidha Provider)
--
Private IRP since 2023
(Invoice Registration Portal)

1500+
Clients

5 Mn+
Monthly E-Invoices

2,00,000+
GSTINs

2021
India's Best Taxtech Company- TIOL

2022
India's Best MSME Tech Company – Jagran

India's Best Taxtech Company-TIOL (Jury)

MARQUEE CLIENTS – Spread across all industries

BAJAJ AUTO LTD.

FORBES MARSHALL

Schneider Electric

SUMITOMO CHEMICAL

ALFA LAVAL

THERMAX

FUTURE GENERALI
TOTAL INSURANCE SOLUTIONS

PARLE

Amul

Kirloskar Pneumatic

LGB

L&T

VIRAJ
Building A Sustainable Stainless World

varroc EXCELLENCE

LIC HFL
LIC HOUSING FINANCE LTD

SHIRKE

RUSHIL DECOR LIMITED

HGS HINDUJA GLOBAL SOLUTIONS

Riya the travel expert!

ipca A dose of life

DHL

ajanta pharma limited

BAJAJ FINSERV

ipay88 an NTT DATA Company

Amkor Technology®

MSD

MetTube

Jeena Estd 1900

IDFC FIRST Bank

Utkarsh Small Finance Bank

Emerging Opportunities – India and Global

Existing Products

New Products

Expanding Core Tax Compliance

- Increase in scope of E-invoice mandate in India
- Tighter controls from Govt on compliance in India
- E-invoicing – Singapore (2025), UAE (2026)

- Direct Tax Compliance
- TDS Reconciliation

Opportunities Beyond Tax Compliance

- Account Payable Automation System for Malaysia

- Accounts Receivable Automation - Order to Cash
- Tax Cockpit to CFO Dashboard
- Data Applications

TaxTech : Key Business Drivers

A High-Growth Sector

Backed by regulatory mandate

Progressive outlook of businesses towards compliance

AI shaping the next wave of innovation

AI in Action : Intelligent Legal Assistant

Data Extraction

Reading from unstructured Notices, extracting relevant information and determining the supporting data required for responding to notices

Fetch data from source

Collating information from ERP/other sources as required

Get answers and insights

Analysing relevant Laws, Rules, Notifications and Judgements on similar Cases

Ready for next action

Prepare responses based on all the analysis and information collated

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DataTech

—

www.irisbusiness.com

DataTech at a glance

Products & Peers

Credixo
Peridot
Writeclick
iConnect
IRIS Watch
Data as a Service

India

Markets

Pilots are being executed for one or more of the products listed alongside

India

Performance

Revenues (₹ in lakhs)
FY 24 – 99
FY 23 - 86

EBITDA (₹ in lakhs)
FY 24 – 4
FY 23 – (20)

Looking ahead

Data APIs to enable lending

Data APIs to help MSMEs find customers

Data APIs to help facilitate receivables collection

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IRIS Watch

—

Insights and Workflows for Portfolio Monitoring

Continuous monitoring is the need

Have visibility over business operation and performance

Using verifiable and authentic data sources

Identify and plug the governance and operational gaps

Get the pulse of business
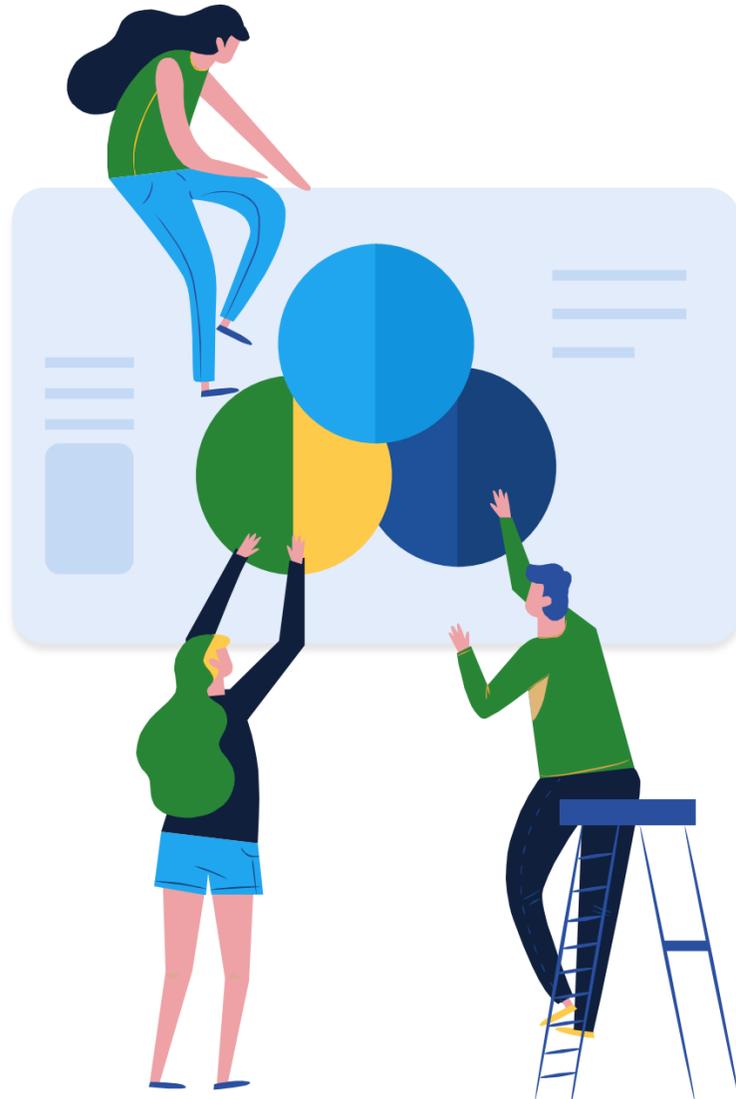
Statement of income and expenses highlighting margins before direct and indirect expenses (CM1 and CM2 margins)

Segmentation of revenue into B2B, B2C, Domestic, Exports, Nil Different Geographies, product mix

Quality and spread of customers and vendors

Transaction with Related Parties

Trends in employee related expenses

Insights based on authentic data sources

GST

Sales and Purchase and tax liability details filed through GST Returns

MCA

Company formation and directors details from Business Registry of India i.e. Ministry of Corporate Affairs

Bank Statements

Bank statements and details of taxes deducted while making payments

EPFO

Employee Provident Fund payment and compliance details
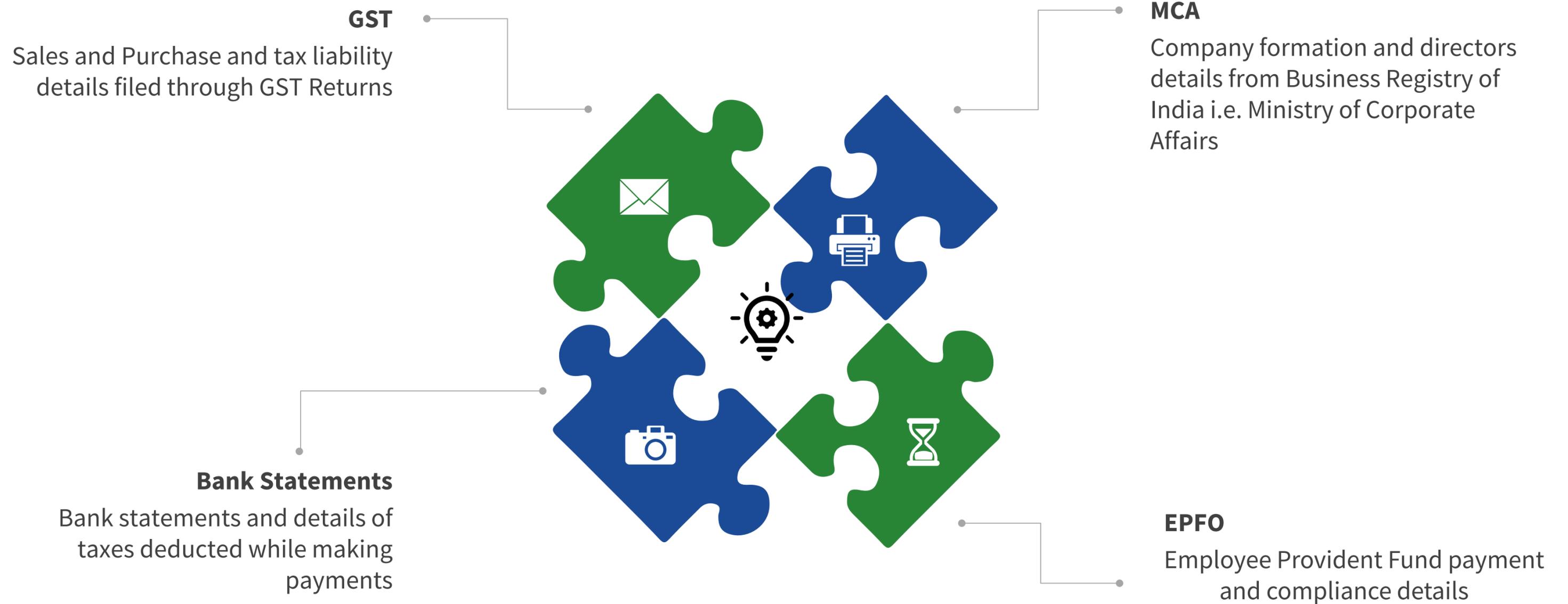
Key features highlights of watch

Real-time analytics

MIS and Data preparation

Insights on demand

Data sharing and visibility control by business

Customisable dashboard

Configuration of monitoring rules by investors

User access and controls

Marketplace for investors and businesses

Target Segment

	Persona	Scope
A — Investors	VC, Fund Houses, Investors who invest in start-ups and unlisted entities	Insights and periodic updates on company performance
B — Lenders	Neo- Banks, NBFCs, Fintechs	E-invoice and GST driven Insights along with other sources for decisioning and monitoring
C — Corporates	Conglomerates, Large corporates , MNCs	CFO dashboard considering external and internal data sources for predictive analytics, budgeting and governance

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Financial Highlights

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Financial Highlights

REVENUE
(₹ IN LAKHS)

- FY22: 6,202
- FY23: 7,490
- FY24: 10,296

EBITDA
(₹ IN LAKHS)

- FY22: 793
- FY23: 1,093
- FY24: 1,588

EBIT
(₹ IN LAKHS)

- FY22: 269
- FY23: 622
- FY24: 1,136

PAT
(₹ IN LAKHS)

- FY22: 101
- FY23: 429
- FY24: 879
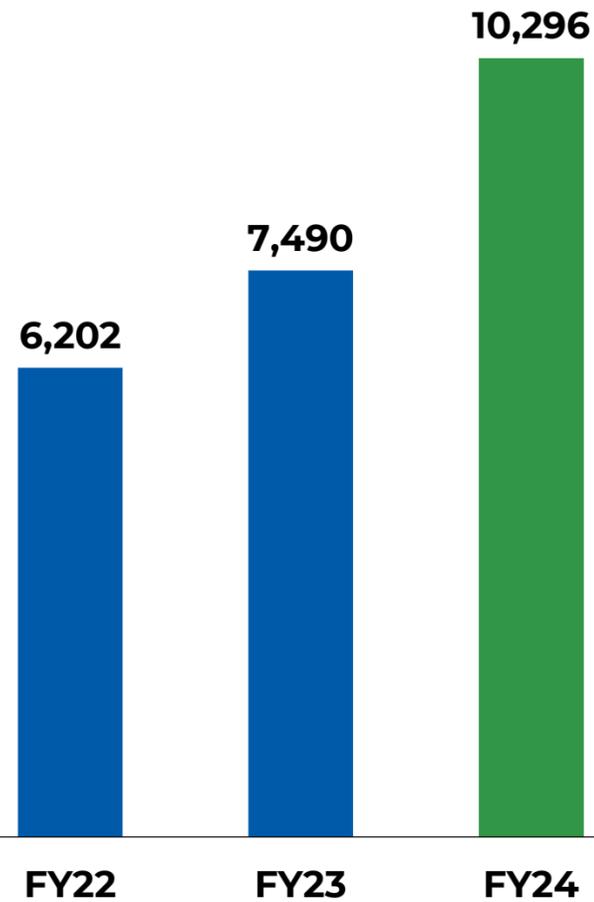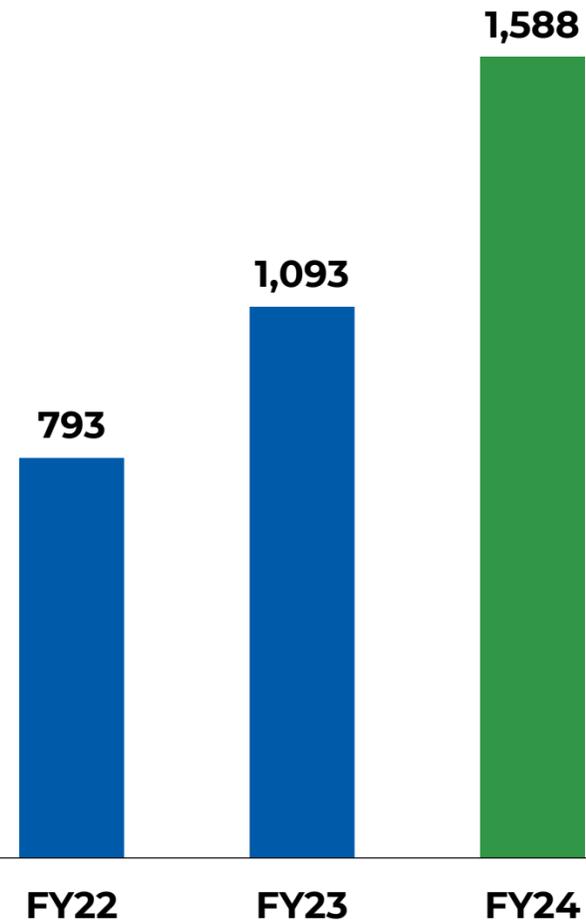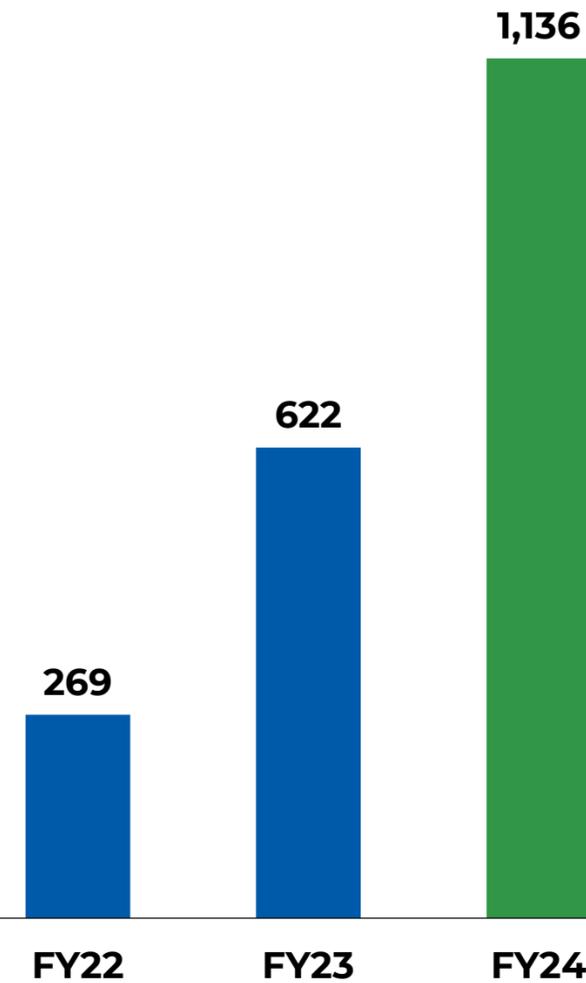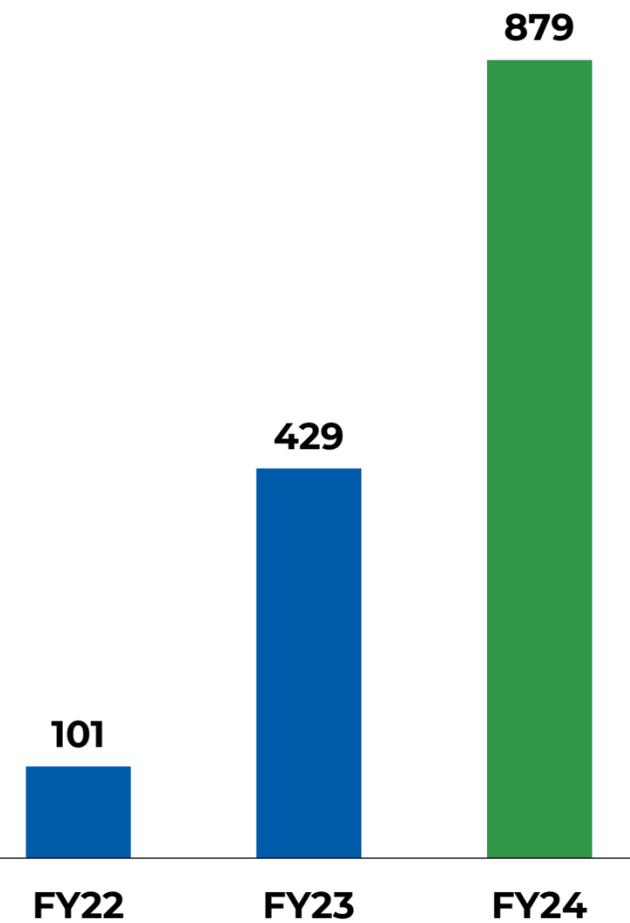
Segment Performance

SUPTECH

REVENUE
(₹ IN LAKHS)
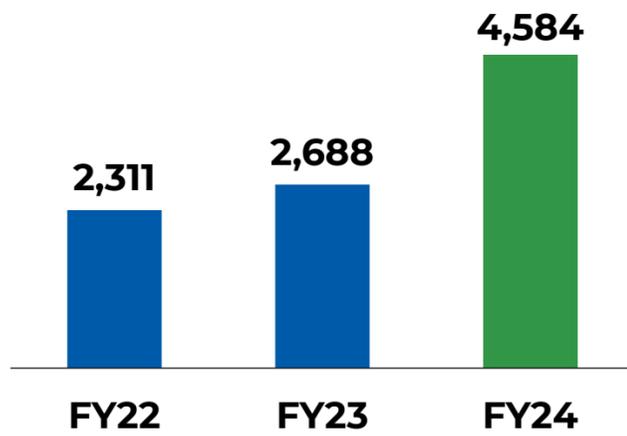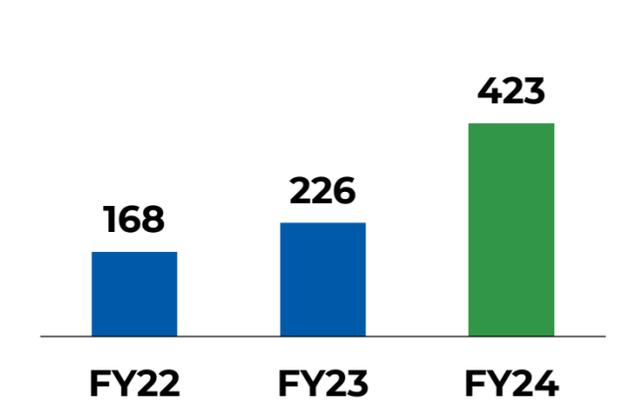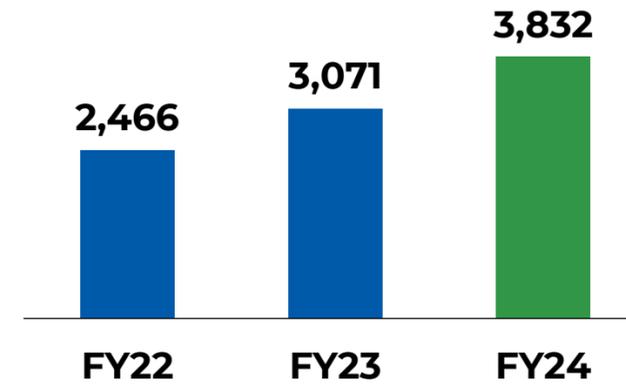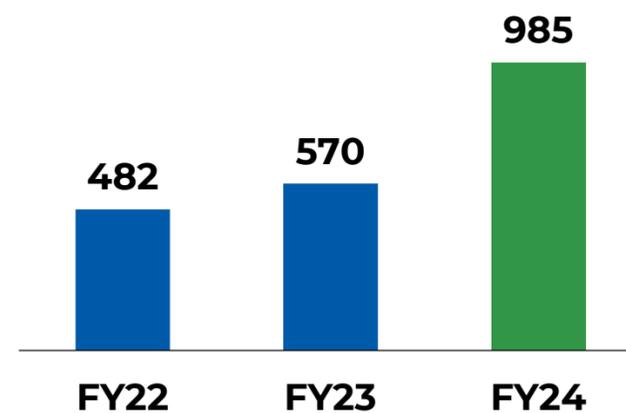
FY22	FY23	FY24
2,311	2,688	4,584

EBITDA
(₹ IN LAKHS)

FY22	FY23	FY24
168	226	423

REGTECH

REVENUE
(₹ IN LAKHS)

FY22	FY23	FY24
2,466	3,071	3,832

EBITDA
(₹ IN LAKHS)

FY22	FY23	FY24
482	570	985

TAXTECH

REVENUE
(₹ IN LAKHS)

FY22	FY23	FY24
1,042	1,249	1,436

EBITDA
(₹ IN LAKHS)

FY22	FY23	FY24
46	72	5

DATATECH

REVENUE
(₹ IN LAKHS)

FY22	FY23	FY24
67	86	99

EBITDA
(₹ IN LAKHS)

FY22	FY23	FY24
-21	-20	4
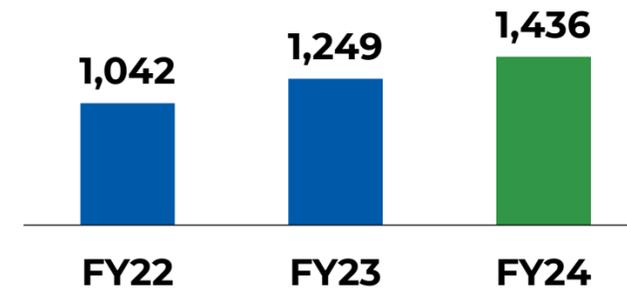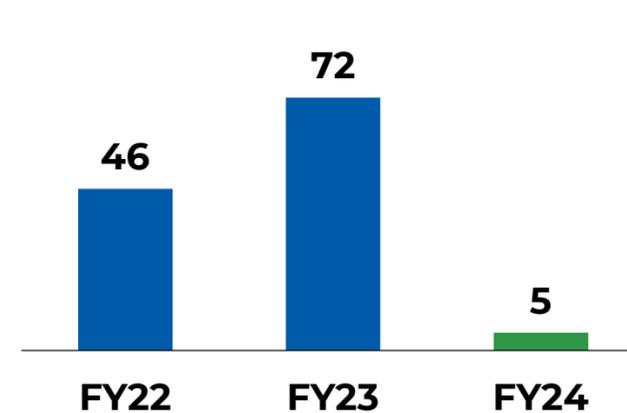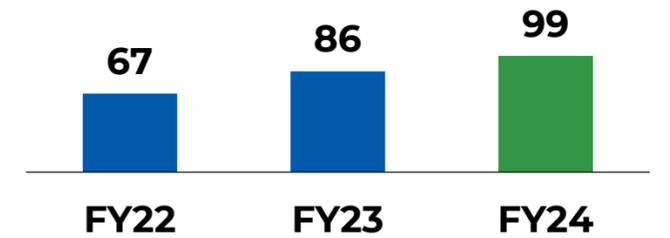
Revenue Breakdown: Segmental & Geographical

REVENUE MIX BY SEGMENT

DataTech
₹ 99 lakhs

TaxTech
₹ 1,436 lakhs

Others

14%

3%

SupTech
₹ 4,584 lakhs

FY2024

45%

RegTech
₹ 3,832 lakhs

37%
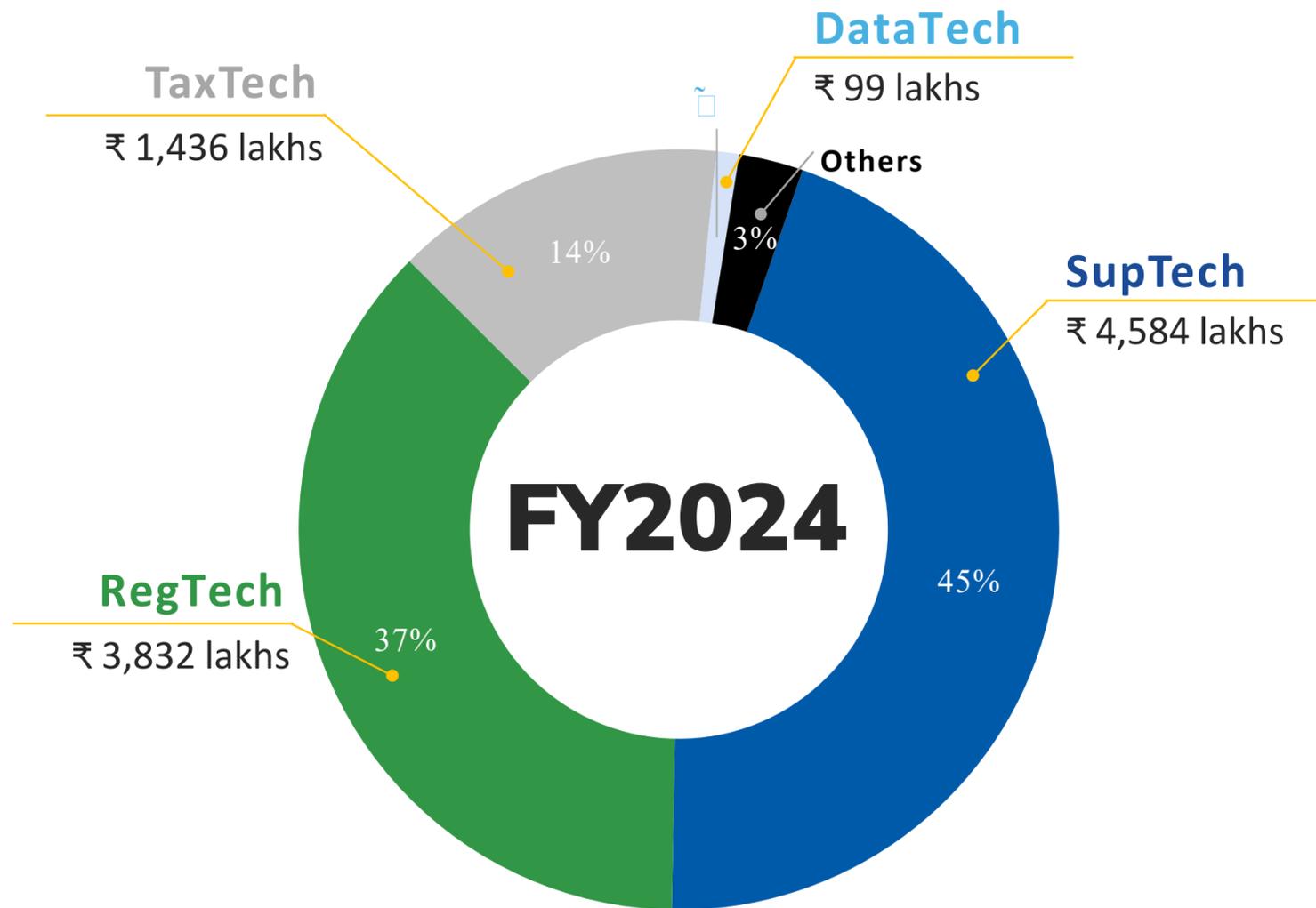
REVENUE MIX BY GEOGRAPHY

USA
₹ 657 lakhs

Middle East
₹ 743 lakhs

Africa
₹ 3,084 lakhs

6%

Asia-Pacific
₹ 1,207 lakhs

12%

FY2024

Europe & UK
₹ 1,637 lakhs

16%

India
₹ 2,902 lakhs

28%
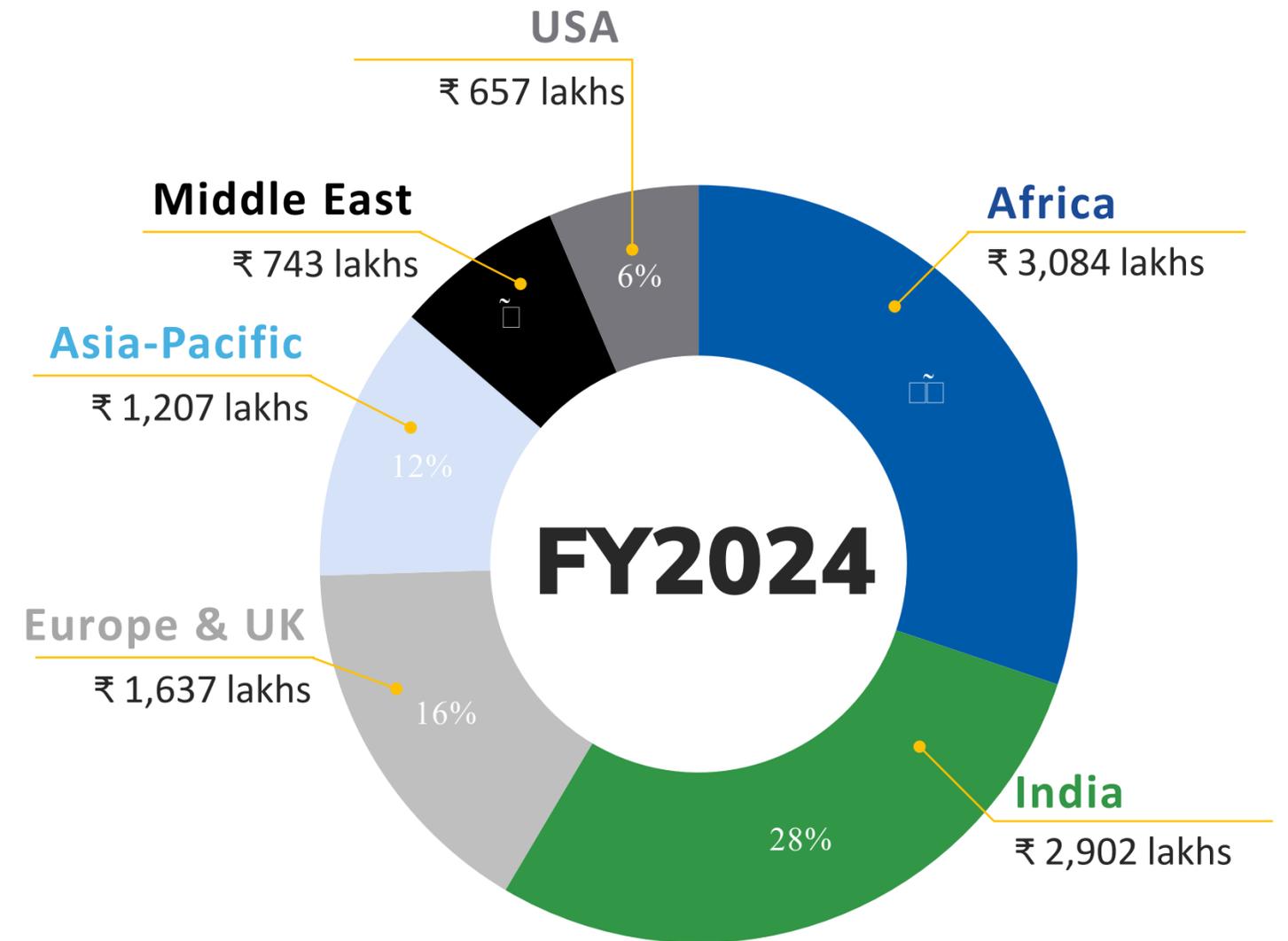
Key Ratios

EBITDA Margin
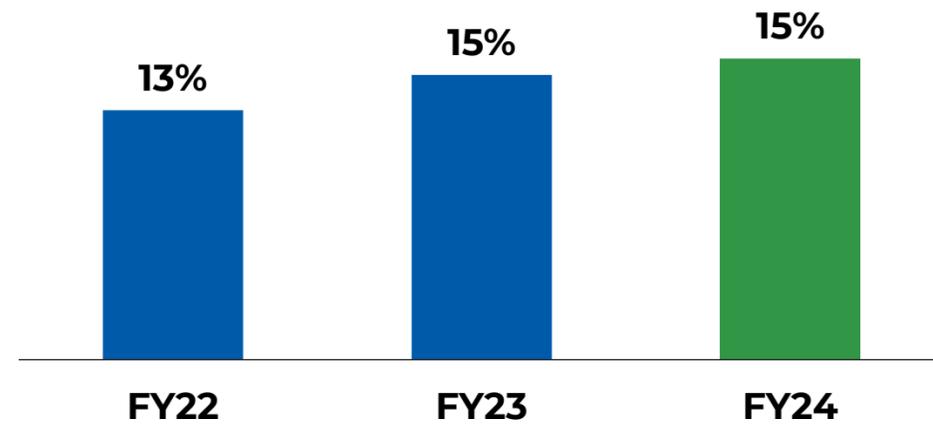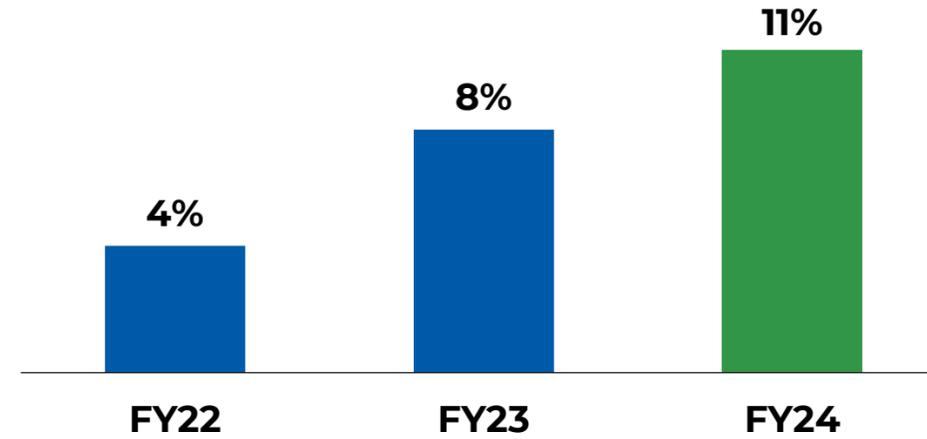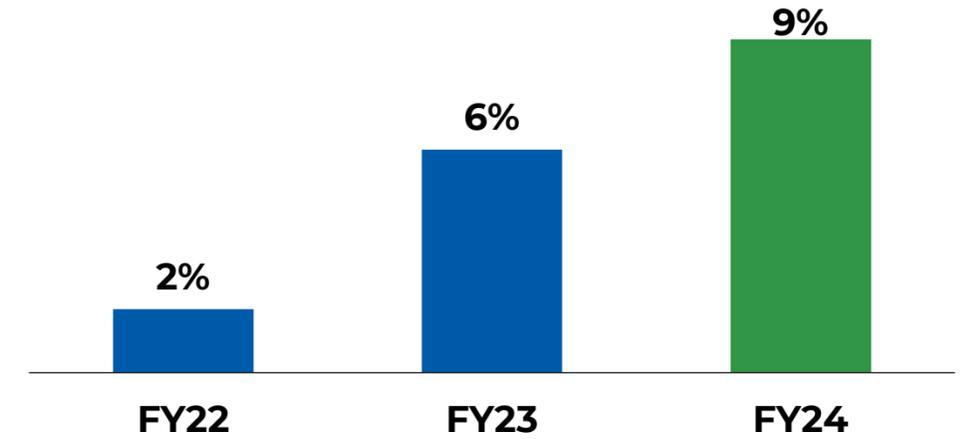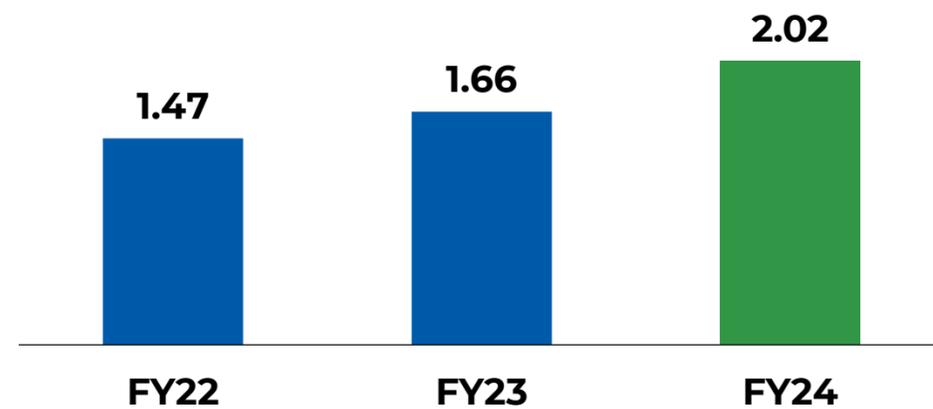
- FY22: 13%
- FY23: 15%
- FY24: 15%

EBIT Margin

- FY22: 4%
- FY23: 8%
- FY24: 11%

Net profit Margin

- FY22: 2%
- FY23: 6%
- FY24: 9%

Current ratio

- FY22: 1.47
- FY23: 1.66
- FY24: 2.02

Debt Equity ratio

- FY22: 0.24
- FY23: 0.17
- FY24: 0.13

ROE

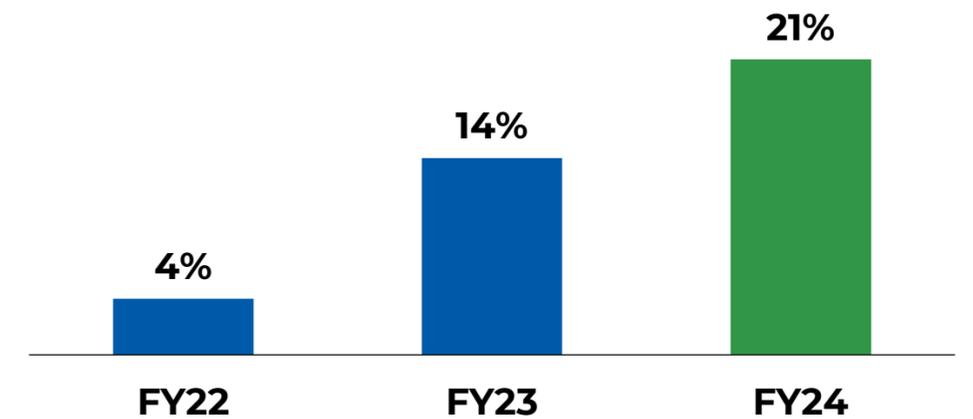- FY22: 4%
- FY23: 14%
- FY24: 21%

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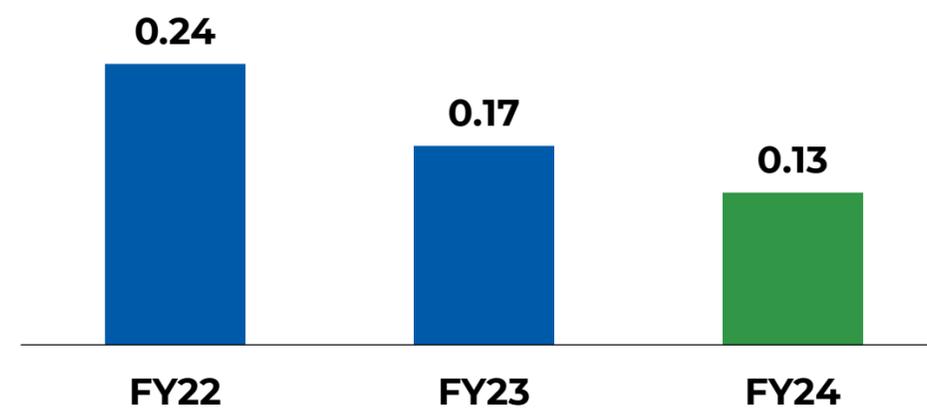
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New Mumbai 400703 Maharashtra India